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Managerial Attention in International SMEs

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Stellingen

behorende bij het proefschrift

Managerial Attention in International SMEs

Van

Jiasi Fan

1. In order to arrive at a more comprehensive understanding of international attention in the SME context, detailed investigation is needed regarding the SME-specific attention structures that can drive a manager's international attention and the performance outcomes of such international attention (Introduction).
2. When categorizing an SME manager's international network into professional and personal (sub-)networks, only professional networks matter for the manager's international attention (Chapter 3).
3. The international attention of SME managers is influenced by a firm's export experience and export diversity, on the one hand and export market turbulence, on the other (Chapter 4).
4. The engagement of an SME in more committed international activities, such as foreign direct investment, positively affects the relationship between the manager's international attention and the firm's export performance (Chapter 5).
5. Human beings, viewed as behaving systems, are quite simple. The apparent complexity of our behavior over time is largely a reflection of the complexity of the environment in which we find ourselves (Herbert Simon).
6. We don't see very far in the future, we are very focused on one idea at a time, one problem at a time, and all these are incompatible with rationality as economic theory assumes it (Daniel Kahneman).